

ATC

Allen Training Centers®



ATC MANAGEMENT DEVELOPMENT CLUBS

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ATC Management Development Clubs brings managers from different companies and industries together to help each other **elevate their leadership skills**. This training program combines online training, trainer-led group training workshops and group coaching with managers from different companies. How will this program help you and your managers? It will:

- ▼ **Educate managers** on the key management habits that top managers have
- ▼ **Help reduce manager mistakes** to make that manager and the company more effective
- ▼ **Provide a group coaching setting** so managers can learn and collaborate with managers from different industries in solving common business issues
- ▼ Make manager **better leaders**

CLUBS TRAINING CONTENT

ATC Management Development Clubs content includes training on the key habits that make great leaders. Some of the key workshops include:

- ▼ Recruiting, Hiring & Retaining Top Talent
- ▼ Organizational Alignment
- ▼ Selling Steps
- ▼ Conducting Effective Meetings
- ▼ Productive Time Management
- ▼ Results Driven Communication
- ▼ Dealing with Difficult People
- ▼ Collaborative Buy-in
- ▼ Negotiating Power
- ▼ Coaching Your Winning Team
- ▼ Strategic Leadership
- ▼ Creating a High Performing Culture
- ▼ Inspiring Sales Teams

Ideal Club Member Profile

ATC Management Development Clubs are for managers of all levels, in different industries, and from around the country who need to improve their leadership skills, including:

- Managers with no formal management or leadership training
- Managers who have reached a plateau and want to take that next step
- Managers having issues leading their teams and keeping them engaged
- Managers who report to the key leader of the company (Owner, President, CEO, Partner)
- Managers in family businesses related to the key leader of the company (Owner, President, CEO, Partner)
- Managers who report to the key leader of a department (Sales, Marketing, Operations, Finance, etc.)
- Managers who want to grow and become better leaders at their company
- Managers who want to be accountable



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- ▼ Clubs meet virtually twice a month for :90

First Meeting Each Month

- ▼ Includes trainer-led training on a key habit, with all materials provided by ATC
- ▼ Prior to this meeting, members are required to take the online training class for the key habit being discussed that month
- ▼ Each meeting begins with an accountability update about the status of whatever issue/opportunity each member committed to do at the prior monthly meeting
- ▼ During the meeting, the trainer reviews the key points on the monthly topic and answers any questions that members have
- ▼ Finally, the trainer helps each member create an action plan to apply the information related to the monthly topic to their own company

Second Club Meeting Each Month

- ▼ Includes a trainer-led member roundtable discussions where members bring up work-related issues or opportunities to get advice from their fellow members and the trainer.
- ▼ The trainer facilitates an open discussion on the issues or opportunities presented, encouraging all members to provide feedback
- ▼ Depending on the size of the Club, issues/opportunities discussed may be limited to two-four
- ▼ All Clubs members learn from either receiving feedback from Club members on their issue/opportunity or by giving feedback to fellow members on their issue/opportunity
- ▼ All members make a commitment on actions they will take before the next meeting

Why Join an ATC Management Development Club?

- Exceptional value for a low monthly cost
- No long-term commitments
- Blended learning that includes online learning, trainer-led group sessions, and peer advisory support
- Opportunity to collaborate with people outside of your industry for a diverse perspective and sounding board when facing big decisions
- Flexible and customizable course structure - members can join at any time and no long-term contracts
- The combined experience of multiple world-class trainers with real-world experience from different industries





About Allen Training Centers

Over your years in business, have you made mistakes that you would not have made later in your career? Mistakes that were costly to your organization? If your answer is yes, it's the same answer as any key decision maker would say. The thing is that the other executives and managers in your organization are going through the same experience and it's costing your organization a lot.

Our mission at ATC is to reduce the mistakes and speed up the development of executives and other managers, which in turn reduces the costs incurred by organizations from their mistakes. We accomplish this through providing Management Development Clubs, three different management development training programs and our High Impact Executive Coaching process.

ATC's training programs are provided through virtual or blended learning that provides online training with the option of face-to-face or all virtual training sessions. Trainees first learn the topic material through self-paced online training on the subject each month. This is followed by monthly training sessions with an ATC certified trainer, with trainees leaving with action plans to implement the topics. Each training session is a highly interactive workshop that incorporates scenario-based learning, exercises and role-playing. Trainees leave each monthly session with an action plan to implement for that month's topic.

John Mousseau

Certified Trainer, ATC;

Owner/Trusted Advisor

TAB Jersey Shore North

John Mousseau is a certified trainer with Allen Training Centers. He's also a business owner coach and certified facilitator for The Alternative Board Jersey Shore North and the owner of The Moose Consulting, a leadership training, marketing and operations consultancy. John's mission is to help business leaders translate goals into reality, whether that's through his training, coaching or consulting.

John brings over 30 years of leadership experience to Allen Training Centers, specializing in marketing and operations. His diverse experience includes working for Fortune 500 companies Kraft, CBS and MasterCard, to owning his own fast casual franchise to working in multiple start-ups. John also spent 10 years at global marketing agency MKTG, where he was the EVP/GM of the Midwest Division. His responsibilities included general management, operations, P&L, business development and client relations.

Contact me today to learn more about how an ATC Management Development Club can help your company build better leaders.

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